

Business Link

A quarterly MBE/WBE publication of news, information and procurement opportunities for the State of Missouri – Supplier Diversity Program.

• STATE OF MISSOURI •
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www.oa.mo.gov/oeo/sdp.html

Did You Know?

- Executive Order 03-27 requires state government agencies make a good faith search of MO companies that provide MO manufactured products and services for procurement opportunities that will in turn make them more competitive in the global marketplace. For more information, visit (<http://sos.mo.gov/library/reference/orders/orders.asp>).

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Business Link

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"Smart Buy" Comes to Missouri; Saves \$400,000



Governor Bob Holden announced a new spend management initiative called SMART BUY to create cost savings for Missouri and ensure taxpayers receive the greatest values from their government. The goal of this effort is to better coordinate purchases across state agencies in order to leverage the full power of Missouri's \$2.7 billion in purchased expenditures. When all of our agencies work together, our purchasing volume makes Missouri the equivalent of a Fortune 500 company in buying power!

The primary goals with this initiative are to:

- Leverage our combined Missouri-wide

purchasing power.

- Develop new statewide contracts through a collaborative effort.
- Improve the diversity of our supplier base.

Missouri has already obtained savings in state purchases since starting the Smart Buy initiative. Sixteen state agencies joined together in a bulk buy purchase of PCs and laptops of various configurations. To date, savings from the bulk buy is nearly \$400,000 and it is likely that this number will increase as additional purchases are made throughout the next fiscal year.

To read more about the Missouri Smart Buy initiative, visit www.smartbuy.mo.gov.

(Sources: Eye on OA Newsletter 03/04/04 and 05/04/04)

Diversity Initiative Transforms PSC Practices

The Missouri Public Service Commission (PSC), the energy regulatory agency under the Department of Economic Development, recently implemented innovative diversity policies and procedures that are quickly creating more opportunities for women and minorities.

Upon the implementation of an agency diversity plan in 2003, the Commission has been encouraging its employees to solicit competitive bids from minority vendors. As a result, the PSC has significantly increased the number of contracts it awards to minority- and women-owned businesses.

In the last fiscal year, 41.2 percent of the Commis-

sion's purchases were made from MBE/WBE vendors, with 31.3 percent of purchases from minority-owned businesses and 9.9 percent from women-owned businesses.

The PSC has also diversified its internal operations in other innovative ways. Diversity training is now offered to staff regularly and recruitment efforts have been enhanced to include the advertising of positions in minority publications too. In addition, the Commission partners with local colleges and universities to recruit minority students interested in work-study or internship opportunities, providing them with promotional and career progression opportuni-

Add Color to Your Life With Corona Litho Co., Inc.

Mary and Henry Corona, owners of Corona Litho Company, Inc., a State of Missouri certified minority business enterprise (MBE), is located in downtown Kansas City, MO. The company has blossomed to over one million dollars in revenue in the conventional and digital printing, color separation and digital pre-press industry. In operation since 1977, this family-owned business has survived the economic downturn by supplying quality business to various clients such as the State of Missouri, Media Cross, KCATA, Midwest Ear, Target Marketing and Vance Publishing.

The Corona's employ their four children: Michael, Elizabeth, Andrew and Michelle, a nephew and a grandson within their 10 employee workforce.

Corona Litho Co., Inc.
1811 Walnut
Kansas City, Missouri



MBE/WBE Contract Awards

Congratulations to the following subcontractors and prime contractors who were awarded contracts from the January through March period in the **third quarter** of **FY2004**. These contracts are administered by the Division of Purchasing and Materials Management (DPMM). To review the MBE/WBE subcontracting and other participation opportunities met on these contracts, visit the **Public Record & Retrieval System**, and search by the contract name listed.

www.oa.mo.gov/purch/webimaging/Homepage.htm

SUB CONTRACTORS

Company

Another Way
Arrow Marketing, Inc.
Brown Printing
Corona Litho
Eagle Environmental Products, Inc.
Environmental Advisors and Engineers, Inc.
Gibbs General Printing
Koa Press
MPS Engineers, P.C.
Milby, L.W., Inc.
Pars Consulting Engineers, Inc.
Roedel Cleaning Supplies
Rose International
Saber Consulting
Stevens & Associates, Inc.
Taylor Scientific
Transportation Logistics Systems, Inc.
Wolcott Water Systems, Inc.

Certified

WBE
M/WBE
WBE
MBE
MBE
WBE
WBE
MBE
MBE
MBE
MBE
WBE
M/WBE
MBE
MBE
WBE

WBE

WBE

Contract

Petroleum Storage Tank Inspection
Water Treatment Services
Administration – Cafeteria Plan
Printing-Fishing, Hunting Regulations
Water Treatment Services
Fund Administration Services
Administration – Cafeteria Plan
Administration – Cafeteria Plan
Petroleum Storage Tank Inspection
Exhibit Productions
Fund Administration Services
Janitorial Services
Voter Registration System
Voter Registration System
Fund Administration Services
Water Treatment Services
Printing-Fishing, Hunting Regu-
lations
Water Treatment Services



*To contact MBE/WBE firms
appearing in this publication
visit the Certification
Program's web site at
www.oa.mo.gov/oeo/cp.html.*

PRIME CONTRACTORS

Company

Sam's Janitorial Services
Taylor Studios, Inc.

Certified

MBE
WBE

Contract

Janitorial Services
Exhibit Productions

The following are **subcontractors** for the Medicaid Managed Care Administration for the Western Region.

Company (Certified)

American Fire Sprinkler Corp. (WBE); Aspen Printing (M/WBE); Brass/Ross Vending (MBE); Burtin's Building Services, Inc. (MBE); Business Systems, Inc. (WBE); C & S Business Services, Inc. (WBE); CareVann Transportation Co. (MBE); Data Security Services, Inc. (MBE); Data Source, Inc. (WBE); Design Investments, Inc. (M/WBE); Evolv Solutions, LLC (MBE); Johnson, Johnnie Dr. (MBE); Kenton Brothers, Inc. (WBE); Medical Transportation Management (WBE); Minority Business Enterprise (MBE); Missouri Office Systems & Supplies (M/WBE); Mobile Radio Communications, Inc. (WBE); Mu'Min Enterprises (MBE); Neighborhood Family Care, Inc.



MBE/WBE Firms Honored at Governor's Torch of Excellence Awards

Governor Bob Holden honored local MBE/WBE firms at the 6th Annual "Governor's Torch of Excellence Awards" at the Governor's Mansion in Jefferson City.

The Missouri Governor's Torch of Excellence Award was established by the Missouri Minority Business Advocacy Commission to recognize outstanding accomplishments in the area of diversity to serve as a model for business, industry and workforce. It is a collective award recognizing public and private sectors as important factors in managing diversity in Missouri state government.

The Minority Business Enterprise (MBE) and Women Business Enterprise (WBE) Awards recognizes firms for demonstrating a desire and willingness to pursue State contracting and other business opportunities. Gold, Silver and Bronze Awards were also presented to state departments for exemplary efforts in demonstrating diversity in procurement and employment. The 2004

Minority Business Enterprise and Women Business Enterprise Awards goes to:

Minority Business Enterprise Award

Professional Services & Resources, Inc.

Women Business Enterprise Award

Midwest Advertising Specialties, Inc.

To view the entire list of award winners including **Agency Procurement** visit the Torch of Excellence's web site at www.oa.mo.gov/oeo/toe/TOE.

UPCOMING MBE/WBE BID OPPORTUNITIES

Purchasing & Materials Management

(573) 751-2387

purchmail@mail.state.mo.us

The following is a listing of selected products and services that the Division of Purchasing will be soliciting bids/proposals in the future that will have **MBE/WBE Sub-Contracting Opportunities**. Official solicitation documents have not yet been issued for these items.

Description	MBE/WBE Requirements	Agency	Projected Issue Date	Buyer
Genetic Parentage Testing Service	20% MBE 10% WBE	Dept. of Social Svcs, Div. of Child Support Enforcement & Children's Svcs Div.	June 2004	Mary Call (573) 751-1695



To view a complete list of open solicitations for **Current Bids/Proposal Opportunities**, visit the Division of Purchasing's web site at www.oa.mo.gov/purch/purch.htm. If you would like more information about a particular upcoming bid/proposal, contact the buyer.

Design & Construction

(573) 751-3339

Nimrod.Chapel@oa.mo.gov

The following are **Projects Currently Bid** as of 05/18/04. To view detailed project information, electronic plans or a list of plan holders, visit Design & Construction's web site at www.oa.mo.gov/dc/dcinet/bids/list.htm.

Project Number	Title	Bid Date	MBE/WBE Require-	Estimate
M0407-01	Air Handling Units Replacement Mid MO Mental Health Ctr	7/1/04 Invitation for Bid	10% MBE 5% WBE	\$300,000 to \$350,000
F0401-01	Youth Bldg & Beef House Renovation MO State Fair	6/24/04 Invitation for Bid	5% MBE 5% WBE	\$950,000 to \$1,150,000
C0301-03	Community Supervision Center Missouri Department of Corrections	6/17/04 Invitation for Bid	10% MBE 5% WBE	\$2,900,000 to \$3,900,000
Y0402-01	Missouri Mining Pits 15 & 17 Reclamation Project	6/17/04 Invitation for Bid	0% MBE 0% WBE	\$90,000 to \$110,000
E0002-02	ADA Emergency Warning and Fire Alarm System MO School for the Deaf	6/3/04 Invitation for Bid	5% MBE 5% WBE	\$400,000 to \$700,000
T0436-01	Interior Renovation MO National Guard Armory	6/3/04 Invitation for Bid	0% MBE 0% WBE	\$54,900 to \$67,100
O0416-01	Roof Replacements Petroleum Octane Lab and Troop F Garage Addition	5/27/04 Invitation for Bid	5% MBE 10% WBE	\$115,000 to \$141,000
Y0403-01	Miller's Creek Reclamation Project Callaway County, MO	5/27/04 Invitation for Bid	5% MBE 10% WBE	\$426,000 to \$526,000
T0421-01	Fuel Depot Alarm System MO National Guard Armory	5/27/04 Invitation for Bid	0% MBE 0% WBE	\$25,000 to \$30,000

Business Link Tip's

When forming partnerships of one or more entities, teaming agreements allow each party to detail in writing the product or service rendered for a specified period of time. To view a Sample Teaming Agreement visit

www.oa.mo.gov/ceo/sdp/html



To view **Upcoming Projects** per agency that have been appropriated for fiscal years 2004-2005, contact Ron Holst at (573) 751-2656 or visit www.oa.mo.gov/dc/dcinet/projectinformation/upcomingprojects.htm.

Mailing Address Line 1
Mailing Address Line 2
Mailing Address Line 3
Mailing Address Line 4
Mailing Address Line 5

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Supplier Diversity Program • Where Excellence Meets Opportunity



CAPITOL CONNECTION 2004 – RESERVE THIS DATE!

The honor of your presence is requested at the State of Missouri's premiere networking forum of the year...

CAPITOL CONNECTION 2004
Tools, Strategies & Partnerships
July 29, 2004
Holiday Inn Select Executive Center
Columbia, MO

An opportunity to discuss contracting information with all department reps within the State of Missouri. Beginning Monday, June 7th register online at www.oa.mo.gov/oeo/sdp.html. Limited booth space is available for Missouri certified M/WBE vendors; so register early! For additional information, contact the Supplier Diversity Program at (573) 751-8130 or (877) 259-2963

Want to Submit an Article to *Business Link*?

If you want your firm featured as the next MBE/WBE Spotlight. Or a state agency with benchmarks that may improve other state agency's MBE/WBE participation, SDP would like to hear from you!

Contact the Supplier Diversity Program via email at oeo@oa.mo.gov or call toll-free at (877) 259-2963.